

# Shipping MANAGEMENT

Packing Transport Handling



W. C. Itchner, manager, office service section, observes, as T. J. Smith, supervisor, shipping and receiving, zones a package on the parcel post scale. Story on page 12.

**AUGUST 1952**

*Wire your customers  
this Good News...*  
They'll say **GOOD THINGS**  
about your shipping!

## TELEGRAM

Effective immediately all packaged merchandise  
and cartons shipped to you will be sealed by a  
NATIONAL **TAY-PER**<sup>®</sup> for added speed and security  
and taped with **ITSTIX**<sup>®</sup> **PRINTED TAPE**  
for protection against pilferage.

JOHN DOE COMPANY

NATIONAL TAY-PER  
MODEL 44



### HOW A NATIONAL TAY-PER PAYS OFF

- Assures uniform tape moistening through Positive<sup>®</sup> AUTOMATIC MOISTENING CONTROL. You get stronger cartons, safe in transit.
- Prevents tape waste — you save up to 50%.

- Speeds rush shipments — just pull the handle, the machine does the rest.

\*Endorsed by the Association of American Railroads and the General Industry Association, Inc.

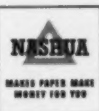


ITSTIX PRINTED TAPE

SEND COUPON

### HOW ITSTIX PRINTED TAPE PAYS OFF

- Minimizes petty thievery because it "broadcasts" pilferage instantly.
- Warns your customer if broken or replaced by plain tape.
- Aids in tracing lost shipments.
- Takes warning messages such as "FRAGILE", "GLASS", etc.
- Advertisises you and your products from your shipping room to the customer.



## NASHUA PACKAGE SEALING

DIVISION OF NASHUA CORPORATION, NASHUA, NEW HAMPSHIRE

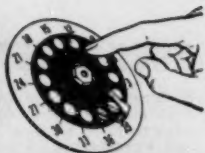
Please send more details on National TAY-PER ☐ ITSTIX PRINTED TAPE ☐

Name .....

Company .....

Address .....

# Now - Marsh Saves You 20% on GUMMED TAPE SEALING COSTS!



**1**  
**TAPE SEALS INSTANTLY,**  
and applies  
without rubbing.  
Result: neater,  
stronger packages.

**2**  
**DIAL ANY LENGTH**  
Dial-Taper  
automatically  
measures, moistens,  
cuts off.

**3**  
**TAPE SPEED THREE FEET PER SECOND**  
Accurate lengths  
moistened with  
warm water.

## MARSH *Electric* Dial-Taper

### Here's what users say about it . . .

"Our DIAL-TAPERS give us these results: 25% saving in tape; 50% saving in operators' time, easy loading, exact lengths, and greater efficiency in the packaging operation."

"With the DIAL-TAPER we have better and stronger sealed packages for the tape sticks tight immediately."

"We estimate a saving of 25% on tape, increased speed and a stronger package with the DIAL-TAPER."

"The boys in the Shipping Department like the DIAL-TAPER very much. It's faster and we get stronger seals."

"Taping operation speeded up some 50% with a saving of tape which will pay for the machine within six months."

## Means NEW SPEED, BETTER PACKAGING in your Shipping Department

The DIAL-TAPER slashes time and tape requirements. It gives you stronger, neater packages with less tape and less work. The telephone type DIAL is the feature of the Marsh Electric DIAL-TAPER. You simply "dial" the length of tape you want; the machine does the rest electrically, automatically. Built-in water heater and thermostat for controlled heat. Handles tape 1" to 3" wide. Rugged construction. Weight 50 pounds. 110 Volt, 60 Cycle, A. C. Savings of 20% or more soon pay for the machine. Free demonstration on your own work. Write for Bulletin DT and prices.

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STENCIL  
MACHINE



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BRUSH



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STENCIL  
INK

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## FREE LITERATURE

Each numbered paragraph below describes practical, illustrated literature about the newest developments in shipping room supplies, devices and equipment . . . important data every alert, progressive shipping manager should keep filed and available for instant reference. It will pay you to read each item carefully, select those that help with your particular shipping problems. Then all you need to do is check and mail the coupon. Shipping Management will see that the material is forwarded with no obligation on your part.



**FREE PINT SAMPLE . . .** of a new-stencil ink that is really blacker, that needs no shaking that's weatherproof and permanent, that won't harden brushes. Enough for 1,000 addresses, it's yours FREE if you check 1.

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**TAPE DISPENSER BULLETIN . . .** Details about tape dispensers for every conceivable packing operation, with or without special attachments, in this bulletin. YOURS FREE if you check 11.

**NEW POSTAGE RATES . . .** available in handy chart form free by this stencil machine company. For your FREE copy, check 12.

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**WHILE YOUR TAPING . . .** why not take advantage of the advertising and pilferage protection benefits of printed gummed tape? 12 reasons why it is superior, told FREE if you check 16.

**PACKAGING SAW . . .** Newly improved power saw, that saves you more money in packing than any other tool in the shipping department. FREE literature and prices. Check 17.

**WIREBOUND BOXES . . .** and crates. "What To Expect From Wirebounds" tells you of the advantages of steel wire—thinner wood wirebounds, with actual case histories. For your FREE COPY of this book check 18.

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## SHIPPING MANAGEMENT

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8/52

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**NOW! FASTER ... STRONGER Carton Packaging**

With the new

**DERBY** *Sealer*

**MODEL 32-T**

**Gummed TAPE DISPENSER**

Especially Designed For  
**Tough Filament  
Carton Tapes**

TAPE  
GLASKRAFT  
FIBREEN\*  
SNAKE TAPE\*  
GLASPUN\*  
SEAL STRAP\*

● The Model 32-T takes tough carton tapes in its stride! Equipped with an extra sharp, heavy duty, tool steel cut-off blade, this fine machine dispenses such tough, rugged tapes as "Tape-Strap," "Glaskraft" and "Snake Tape" as efficiently as it does the lighter tapes, making less work for the operator and actually stepping-up production time on carton packaging! And here's another important, carton-packaging feature! Fibrous carton tapes are put on without pressure — need only proper moistening to hold. The Model 32-T, by means of an auxiliary reservoir, maintains a high water level in the tank, reducing Capillary Lag and assuring constant moisture at the top of the brush, even when tape is dispensed at great speeds. It's the ideal dispenser for carton packaging, and it sells at such a low, low price!

\*These are trade names used by various manufacturers to describe their filament imbedded tapes.

MEN — METHODS — MATERIALS

DERBY SEALER FEATURES THAT MAKE THE  
MODEL 32-T THE FINEST MACHINE OF ITS KIND!

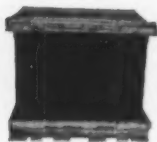
- Heavy duty, extra sharp cut-off blade
- One-piece solid castings for extra rigidity
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- Delivers from 4 to 34 inches at one stroke
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- Accommodates any tape from 1" to 3" wide

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Designers and Builders of Derby Sealers and  
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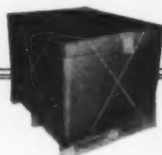
Pallet reinforced with Gerrard Round Steel Strapping permits quick packing and easy handling of shell cases.



Model TI machine on suspension arm, securely ties two 16 ga. galvanized steel straps around a carton of powder. This method of closure permits re-use of carton many times.



Lift truck handles building tile quickly. Note only the two top layers need be strapped to make a firm pallet that protects material and stacks safely.



Gerrard Round Strapping permits a tight Diagonal Tie to give firm reinforcement to all 6 sides of a carton, increasing its strength and rigidity.

● Gerrard Round Steel Strapping is versatile enough for all types of packing, from light cartons to large crates, from circular packages to odd-shaped bundles and heavy pallets.

Gerrard Strapping complies fully with Army-Navy specifications JAN-P-106A, JAN-P-107, and JAN-P-108 for overseas packing. It assures a tight, secure tie to final destination.

Call a Gerrard engineer for further information about the grade of Gerrard Round Steel Strapping and the type of Gerrard machine that will best fit your specific tying needs.

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UNITED STATES STEEL COMPANY  
2909 W47th St., Chicago 32, Ill.**

**U-S-S GERRARD  
ROUND STEEL STRAPPING**



**UNITED STATES STEEL**



**Here's the Place  
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For All Your Shipping  
and Traffic Problems!**

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Here is the liveliest, most helpful book that a shipping or traffic manager can use. It contains 124 file size pages packed with practical data that will improve the efficiency of every shipping department and add safety to every package. The use of BETTER SHIPPING MANUAL will speed up the handling of all units and make delivery surer and quicker.

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425 FOURTH AVE. NEW YORK 16, N. Y.

## Packing

### A Punch.. By S. H.

INDUSTRIES spend huge sums each year in endeavoring to ascertain the needs of their customers and go to great expense in inventing new equipment and devices for the benefit of their customers according to Edward F. Lacey, Executive Secretary, The National Industrial Traffic League. They study the needs of their customers so that those needs might be met to the fullest extent. It is not equally desirable for a motor carrier, for example, through its officers and claim personnel, to study the transportation requirements of industry and to offer recommendations and suggestions as to how products can best be prepared and tendered for safe transportation?"

"In the early development of motor highway transportation, most any kind of a package or container was accepted for transportation, irrespective of how marked or packed. That day is rapidly passing and carriers are now exercising greater care in that respect."

"It is not good business to accept for transportation, a shipment which is improperly marked or packed. To do so is simply inviting a claim—perhaps a substantial one. Why should any carrier knowingly accept a liability? It is the responsibility of a shipper to tender his goods to a carrier in such condition that they stand a good chance of reaching new employees will be fully informed with ordinary care."

"While repetitious discussions of claim prevention measures become irksome at times, their importance warrants constant emphasis. We must remember that there is a constant procession of employees both in industry and in transportation—hence the need for continuous educational programs so that new employees will be fully informed and alerted to the importance of handling shipments carefully and expeditiously."

\* \* \*

Secretary of Commerce Charles Sawyer at a luncheon session of the United States Chamber of Commerce in Washington, D. C., April 29, stated:

Low cost transportation is an aim of the Federal Government's transportation policy, but how is "cost" to be defined? Ideally, each movement of person or property should pay the immediate cost of carriage, plus its share of the so-called overhead used in making the movement, which overhead should include a return for both equity and debt capital. In other words, there should be a profit on each movement and unprofitable service should be discontinued. Unfortunately, the art of accounting has not progressed to the point where we can make accepted allocations even

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AUGUST, 1952

Vol. 17, No. 8

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REPRESENTATIVES:**

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622 Dwight Building

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**MILWAUKEE, WISCONSIN**  
Packaging Materials Company  
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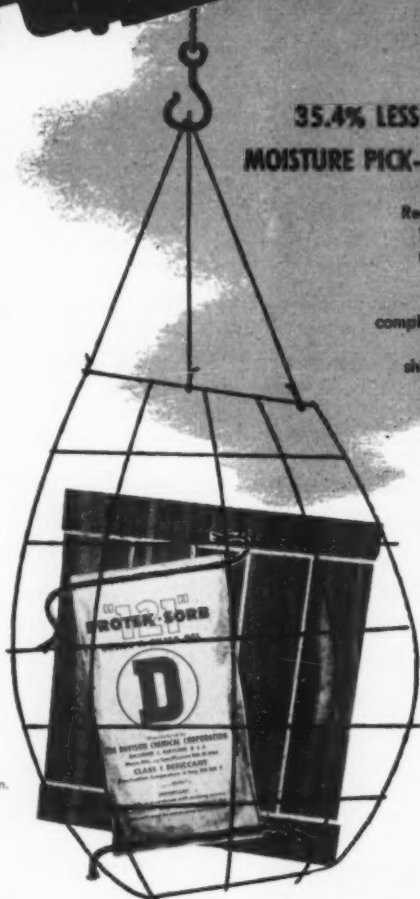
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35.4% LESS UNIT WEIGHT WITH THE SAME  
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Specify Protek-Sorb 121 for your Method II packs... the desiccant that gives you more for less.



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PRODUCERS OF: CATALYSTS, INORGANIC ACIDS, SUPERPHOSPHATES, PHOSPHATE ROCK, SILICA GELS AND SILICOFLUORIDES. SOLE PRODUCERS OF DAVCO GRANULATED FERTILIZERS.



# Shipping MANAGEMENT

FOR SHIPPING AND TRAFFIC EXECUTIVES

425 FOURTH AVENUE, NEW YORK 16, N. Y.

AUGUST, 1952

VOLUME 17

NUMBER 8

## GM's Pioneering Work in Rust Prevention

By R. C. LAMBRECHT  
Manager, Parts Warehousing  
Electro-Motive Div., General Motors  
La Grange, Illinois

**I**N MY DIVISION, Electro-Motive, it was necessary that something be done about our biggest problem: rust. Our problem was a little different than the other divisions because of the large size and high unit value of our Diesel-electric locomotive parts.

Our cylinder head weights 140 pounds and it takes 16 cylinder heads for one engine. The connecting rods weigh 59 pounds each and it takes 16 rods to an engine. A crankshaft is approximately 17 feet long and weight 3500 pounds.

With parts like these in the volume in which we handle them, dip tanks had to give way to something better. That is why we could immediately see an answer to our problem with the advent of vapor corrosion inhibitors.

We all know that oxygen is always anxious to combine with the iron in any ferrous metal. If sufficient moisture is present, we have rust. We decided that, "If you can't lick 'em, join 'em." With the use of a vapor corrosion inhibitor, the moisture contained in the oxygen is transformed into a protective coating which inhibits rust instead of promoting it.

If you would like a visual idea as to how these vapor corrosion inhibitors work, take an ordinary corrugated carton, set an ash-tray in the bottom, put a lighted cigarette in the ash-tray and with an enclosed window in the side of the carton for visibility, you will see that the smoke will almost immediately fill every corner



R. C. LAMBRECHT

Mr. Lambrecht has been manager of parts warehousing for Electro Motive Division of General Motors Corporation since 1950. He is responsible for all receiving, shipping and warehousing operations in the La Grange Parts Warehouse and seven parts warehouses located around the country. Prior to joining General Motors, Mr. Lambrecht was in his own business for seven years. He is a member of the Western Railway Club.

of the carton. Slow this procedure down to two hours and it will give you a crude idea of how vapor corrosion inhibitor acts.

We believe once a package is closed, it takes a full two hours before the entire container is permeated by the vapor, giving the package 100 per cent protection.

We feel that the vapor which is heavier than air will travel and protect for a distance of 12 inches. We have proven this repeatedly by putting a 24-inch shaft into our standard corrugated carton with a vapor corrosion inhibitor at one end only. This carton is taped

in the usual way—not air tight. After a severe test, the first 12 inches of this shaft will be perfect, the 13th inch will be good and fairly in line with the first 12 inches. The 14th inch will be cloudy and so on out to the last inch, which will have a definite coating of rust.

#### **Positioning of Paper Important**

This means that the positioning of the chemically treated paper in a carton is very important due to the maximum 12 inch carrying distance of the vapor. In a carton 24 inches long, there should be a piece of paper at each end plus an insurance piece around the middle of the item. By positioning, I do not mean that the paper must be wrapped entirely around the part so that it looks nice. In many cases, it can be crumpled up and merely placed in the proper position in the carton without any attempt made to wrap any portion of the part.

The inhibitor will stop rust from progressing any further, but it will not remove rust already formed. Therefore, parts must be free of rust when packaged if we expect to have them free of rust when used. If rust is present on some non-critical areas, it will not affect the action of the major corrosion inhibitor, but we must be sure that the ultimate user understands this so that he will not think that the inhibitor has failed.

We are satisfied that vapor corrosion inhibitor will stop the action of any fingerprints which may be on the part at the time it is packaged. We find it clean, simple, and safe to use. It is highly desirable from a customer's standpoint because of the ease with which these parts may be used. This includes both commercial and military.

Our customers, the railroads, told us that it takes from 45 minutes to an hour to clean up a cylinder head assembly once it has been removed from a package with a conventional rust preventive and wax paper. Now, they take the cylinder head from the carton, take an air hose and blow off any particles of dust that might be on it and it is ready to put into final assembly.

#### **Oil Not Harmful With VCI**

The presence of oil on a part being wrapped in a vapor inhibitor paper is not harmful in any way unless the oil is present in a quantity that will soak into the entire surface of the paper. In this way, it would slow down the action of the chemical to a possibly dangerous point, depending on the type of oil.

Vapor corrosion inhibitor promotes better treatment of our parts because it eliminates the necessity for having wash tanks, oil tanks, etc. either in our plants or in the mechanical departments which are going to use these parts. There is also a definite safety factor involved with the elimination of these tanks.

We have used vapor corrosion inhibitor now for five years on an ever increasing scale. For the past three

years, we have used it in 98 percent of all our preservation. This means we use it for every item that goes into a closed wooden box or carton. This includes both domestic and export shipments.

The tests in my division have been made in a practical way that obtains definite results quickly.

We often ship certain parts in question for a long distance, thereby putting them through the day and night, hot and cold cycle. Then we have them returned to us for inspection. In all cases, those with the chemical in the proper quantities have shown up in perfect condition.

#### **Hundreds of Uses Found**

We have found literally hundreds of uses for these chemicals. In the spare parts business, we used to hope that the part would be used before it rusted. Now shelf life is not a problem. An example is our injector.

This injector has a precision-made sliding rack. We cannot fasten the rack firmly because a shock could spring it and cause a sticky injector—resulting in engine failure. Previously we used a \$4 metal container and shipped these injectors with a heavy coat of oil. The movement of this rack in the injector while in transit would rub off all the oil. If the part was placed on a storage shelf before using, it would rust. The guarantee on our parts doesn't start until the part

*(Continued on Page 22)*

#### **Many Claims Due To High Utilization of Equipment**

Approximately 70 percent of the \$100,000,000 paid annually by class I railroads to shippers in settlement of loss and damage claims was attributed today to higher speed operations of railroads seeking to realize higher utilization of equipment.

Jack M. Roehm, associate director of development, Pullman-Standard Car Manufacturing Co., Hammond, Ind., said it is generally conceded, although no definite figures can be established, that the most serious damage to lading occurs during switching operations in classification yards. Mr. Roehm addressed the semi-annual meeting of the American Society of Mechanical Engineers in the Sheraton-Gibson Hotel.

"Under pressure to get higher utilization out of the present day freight car fleet the speed with which trains are made up has been increased," he said. "This in turn has resulted in cars being subjected to higher impact speeds."

Of the \$100,000,000 total approximately 70 percent represents damage claims which are classified under "unlocated damage," "improper handling damage" and "concealed damage," he declared.

"In other words, a high percentage of the annual damage cost exists because of the inadequacy of the present means of packaging and anchoring lading in order to protect it from the vertical and horizontal

*(Continued on Page 22)*

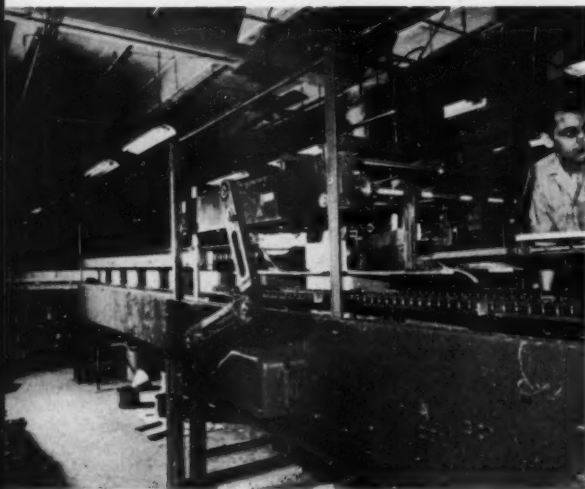
## Small Shipping Package Mass-Produced With Machine-Conveyor System



Bathroom scales are mass-packed for shipping in a mechanical and hand labelling, packing and shipping operation that comes at the end of the production line where the scales are manufactured, at the Detecto Scales, Inc. plant. A mechanical label gluer, a packaging machine, powered and gravity conveyors all come into play in this semi-mechanized operation.

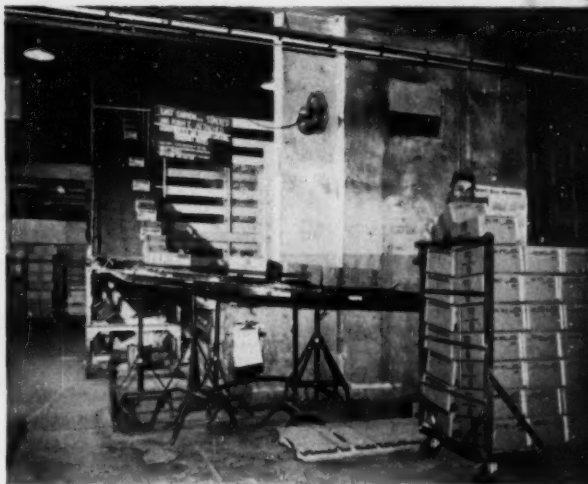
In the photo at top the start of the operation is shown. Foreman Vincent Lupo is running labels through the mechanical label gluer. Opposite him, Martha Paccione, Inspector of scales and packaging, is attaching labels to scales. In this first part of the operation the scales are moved along on a canvas web belt via power conveyor. After interior labels have been pasted on, as many as six people then do the interior and support packaging while the scales slowly move along the conveyor belt. They may pack as many as 3,000 scales per day.

After interior and support packaging have been completed the powerful electric packaging machine shown in the photo at the left does its part. This machine folds, glues and presses the flaps of the cartons automatically, as the conveyor moves the packages down the line. In the distance the packaged scales can be seen moving beyond the packaging machine to a curved gravity conveyor.



The packages in the photo above may be seen at the extreme left moving out of the picture —

— to a door which is shown at the top of the picture at the right. Here a powered roller conveyor takes the packages and brings them down to the exterior shipping area. An electric eye at the top of the conveyor counts all packages as they go by for purposes of inventory control. About 500 packages an hour can come down this powered belt conveyor. At the bottom of the conveyor the packages go round the bend on another roller gravity conveyor, to where conveyor man Elmo Banks is shown loading the scales on specially-built hand trucks. From here the scales may go, as packaged, one to the box, almost anywhere in the world.



# Company Mail Operation So Big It's Practically A "CITY IN ONE BUILDING"

By JOSEPH H. FRIEDMAN

Editor

## ON OUR COVER

The mailing operation of United States Rubber Company in Rockefeller Center, New York, is equivalent to that of a small city. For this reason there is a large mail room with a full-time two shift staff on the 7th floor of the building. Employed by U. S. Rubber Company the staff's sole job is to sort, handle and route approximately 15,000 pieces of letter mail which go through the building on an average day.

In the photo, supervisor F. X. Philips. (in shirt sleeves), of the U. S. Rubber mail room, is demonstrating to D. P. Ferrari, assistant manager, office service section of the company, one of the key pieces of equipment which makes possible this daily operation. It is a Pitney-Bowes metered mailing machine, Model RD. Through this late model machine and a companion of equal size and speed well over 90% of all outgoing mail is routed each working day. Mr. Philips states that the entire processing of mail is dependent on the speed and efficiency of these machines.

**T**O THE POSTAL SERVICES every skyscraper in a large city is like a small city with its own post office. This presents special problems in the receiving and delivery of mail. Consider the United States Rubber Company building at 1230 6th Avenue, New York, a part of Rockefeller Center. The 20 stories of "1230", as it is familiarly called, contain the headquarters offices of U. S. Rubber, for its many plants and branches spread throughout the United States and

the world. Some 100,000 pieces of mail, all in some way relating to U. S. Rubber business, enter and leave this building weekly. Around Christmas time this amount is doubled to about 200,000 pieces. So you can readily see why the post office department would look upon this as a small city operation in itself. After all, 2,000 people are employed in the building.

When a single company has to handle such a sizeable operation they've got to find ways to expedite the movement of correspondence and parcel post. Fundamentally the services of the post office stop with pick-up and delivery. But there is always the question of applying stamps, zoning mail, finding the quickest and cheapest routes, controlling company mailing costs, and maintaining efficient inter-office liaison in a company operation of this size. In consequence the company maintains its own large mailing room, and a separate parcel post operation in a different room on the 7th floor. A staff of full and part time clerks under mail supervisor Frank X. Philips handles the ten to twenty thousand pieces which pass through the mail room daily. As many as twelve men work simultaneously during peak periods



In the shipping and receiving room all hands are busily at work. Left, the packing and sealing specialist uses a gummed tape machine. Center, right, a parcel post worker zones a package on the zoning scale. Right, foreground, a clerk prepares groups of supplies for out-bound shipment.

Below, left: F. X. Philips, supervisor, mail room at United States Rubber Company, shows D. P. Ferrari, assistant manager, office service section how he runs through a rapid batch of letters in the electrically operated metered mailing machine which the company reserves specifically for that purpose.



Above: An active section of the seventh floor mail room. Man left weighs letter on special letter zone scale. Man in center is placing mail in appropriate pigeon holes for delivery inside the mammoth office building. Man at right is counting letters in a special grouping. In the foreground are seen the special U. S. Mail sacks set up to receive each of four different classifications of out-going mail. Note gummed tape and package tying machines on table. In rear, to right of clerk weighing letter is the second metered mailing machine, used for folders, odd-size envelopes and special small packages — anything requiring mailing tape.

in the sorting and routing of mail. During the pre-Christmas rush this number may be doubled. Four men under Thomas J. Smith, Supervisor of the Shipping Department, handle the 200 to 300 parcel post packages which are sent out through the Shipping and Receiving section each day.

The key to the entire letter mail operation, the equipment which makes possible efficient handling of the out-bound letter mail that comes through in such huge quantities, are the two large, late model electrically-driven metered mailing machines used in the 7th floor mail room. These mechanical-feed, automatic, power mailing devices stamp and seal letter mail and packages at an extraordinarily rapid rate, eliminating mistakes and without confusion.

### Specializing The Machines

Mr. Philips points out that for greatest efficiency all letter mail is put through one metered mailing machine, while other mail which requires mailing tape, such as folders, flat packages, and a limited amount of small parcel post, is put through the second machine. Thus one machine is constantly applying postage directly to letters, while the other is turning out stamped tape to be applied to pre-zoned and figured flat packages and small parcels. Again, for greatest efficiency, one person does all the mailing and classifying, writing the amount directly on the package, while another

simply stands at the metered mailing machine and sets in the amounts as they turn up. This rating and classification is assigned to a responsible person in the company: the assistant supervisor of the mail room.

### Post Office Routine

Even incoming mail is handled in post office fashion. Mail comes into the U. S. Rubber building unsorted in sacks, and is sorted by employees of the company in the mail room, where it is dropped into appropriate pigeon-holes or "slots." For out-going mail there are separate airmail racks and 4th class mail racks. When the five p.m. peak out-bound mail period is reached these sections are put through the meters as self-contained units. Separate sacks for each of different classes of United States mails are filled by the U. S. Rubber Co. sorters. A part time staff comes in at peak periods from five to seven-thirty p.m. each day, when most of the actual metering is done. The metered mailing machines are so rapid and efficient that it would be a waste of time and equipment to use them for short runs during the entire day. They easily care for their vast loads during the two-and-one-half hour peak period.

A tying machine is used to neatly wrap bundles of the same class of letters in groups of fifty before they are dropped into their respective mail sacks. This is

(Continued on Page 24)



# Package Engineer Reporter

## Philly Div. Hears How Shipping Damage is Reduced

The Philadelphia Regional Division of the Society of Industrial Packaging and Materials Handling Engineers held their last regularly scheduled meeting of the current season at the MLA Club.

The meeting was conducted by President Clattenburg, who after a short business meeting, lead a discussion of the minutes of the meeting of the National officers in Chicago.

The principal speaker of the evening was Mr. J. A. Coyle, Freight Inspector for the Reading Railroad. Mr. Coyle's 35 years experience in damage prevention enabled him to present a most informative and interesting outline of the methods used by railroads to hold damage in shipment to a minimum.

The railroads conduct a very intensive educational program for the personnel concerned through the use of pamphlets published by the Association of American Railroads and by sending trained inspectors to shippers' plants to show correct loading, carload blocking, etc. These two main phases do much to correct the major factors in damaged shipments: Faulty loading and rough handling. At the conclusion of his prepared remarks, Mr. Coyle answered many questions from the floor which enabled the members to apply his remarks more closely to their own problems.

The meeting was concluded with the usual technical question and answer session moderated by the chairman of the Technical Committee, Mr. Philip A. Gelber.

## Canadian Packages Slate Regional Conferences

Regional conferences are becoming a major activity, it is reported by the Packaging Association of Canada. According to the Association, through these meetings, important information on packaging and packing material handling and shipping, packaging materials, services and machinery can be brought directly before audiences of members, associate members, and guests.

Thus far, none of the groups has decided to adopt a regular frequency for meetings of this type. The Regional Conferences Committees plan to call such meetings only when timely and valuable program material occasions them. Quebec meetings are to be held in Montreal, although later they may be held at Ottawa or Quebec City.

Ontario conferences are to be held at different cities in that province. Visits to many plants where the actual performance of packaging and handling will be observed are to be scheduled. Conferences at Toronto and Quebec during March and April were regarded as highly successful. A full day packaging conference

in Hamilton, Ontario, drew an attendance of 325 people. Activities by these committees are scheduled for as far west as Vancouver, British Columbia, very shortly.

## Hartford Man Winner of Fork Truck Rodeo

A Hartford, Conn., industrial truck driver has newly been one of New England's most skilled fork truck operators.

He is Wilfred "Red" Richotte, who captured first place in the electric truck division of the Last Frontier Fork Truck rodeo conducted recently by the Connecticut Valley Materials Handling society in New Haven.



Trophy for placing first in electric truck division of fork truck rodeo in New Haven, Conn., is handed to Wilfred "Red" Richotte, by Miss Joyce Yeske, recently named Miss Connecticut. At left, shaking hands with the winner, is James F. B. Meikle, member of the Connecticut Valley Materials Handling Society's exhibition committee.

Richotte, who was the first contestant to attempt the difficult 10-event rodeo course, scored 83 out of a possible 100 points. Among the most challenging items included was the narrow obstacle course, on which the 90 competitors had to use extreme skill to avoid knocking small rubber balls off the paper cups on which they were balanced.

Safety factors were considered in the scoring, and points were taken away from drivers who failed to

(Continued on Page 25)

# New Warehouse Doubles Volume But Adds Only 6% To Space

**H**OW WOULD YOU LIKE TO DOUBLE the volume of goods you warehouse, yet add less than six per cent to your storage space?

That's the result achieved by the Westinghouse Electric Corporation when it opened its Trenton, N.J., lamp division warehouse. Home of the world's largest lamp storage operation, the structure stores 45 million lamps, enough to supply a light bulb to every home in the United States that is wired for electricity.

The building, which is connected to the lamp manufacturing plant by a 562-foot-long overhead enclosed bridge, contains 275,000 square feet. This compares to 260,000 square feet formerly used to warehouse half as much merchandise. The old facilities consisted of six sites, which caused uneconomical complications.

The improvement is more than a matter of increasing space. In the new quarters, Westinghouse uses latest electric handling equipment—fork trucks and conveyors. In the old, it employed manual methods throughout, equipping employees with hand trucks and four-wheel warehouse trucks. Tying by hand is slow and laborious, and goods can't be stacked very high, but mechanically, fork lift trucks in the warehouse generally stack 144 inches, and in some areas, 158 inches.

The handling process is simple, and retains only one manual step between packaging and shipment—palletization of cartons of merchandise right after they are tested and packed.

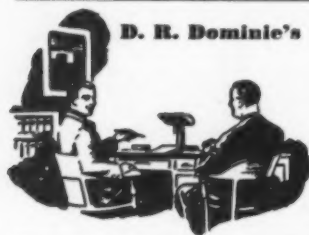
Cartons of incandescent bulbs go from the packing area in the factory to the warehouse on conveyor via the bridge between the buildings. From the conveyor belts they go into a "corkscrew" chute that slides them to the lower level. As they descend they are

*(Continued on Page 27)*

Top, Right: Tying right up to the rafters — in some areas as high as 158 inches — means full use of space at Westinghouse Trenton, N. J., lamp division warehouse. Unit loads are handled by a fleet of thousand-pound capacity feather-weight fork trucks.

Bottom, Right: Because Westinghouse handles many less-than-carload orders containing numerous items, it is necessary for a checker to examine the merchandise between storage and the outgoing docks. Fork truck with a pallet-load of lamps will continue from this point to the carrier. Lightness of the battery-powered trucks, enables it to deposit the merchandise inside the carrier.





## **"LISTEN, Mr. Traffic Manager"**

**THERE IS NO QUESTION** but what the majority of people, particularly those who are established traffic managers, who read this column know as much if not more than the writer about most phases of traffic management. We have tried in the majority of articles to deal with the minor problems which probably require individual treatment in their solution as against the major problems which can be settled by strict adherence to the legal and common law rules set down by the Inter-State Commerce Commission.

### **Some Courtesies TM Should Perform**

In a discussion just recently with another person associated with transportation the realization came to us of how negligent a traffic manager can become in the matter of the small functions which are carried out by some of the members of his department over whom he does not have direct control. We also realize that such negligence or forgetfulness could conceivably be costly in a small way to the company itself. For example, receivers and shippers alike deal daily with innumerable trucking concerns and truckers themselves. These men have direct contact with the working element of the carriers' sidewalk. However, the majority of them are kind enough to deliver to a platform. Often-times an carrier. Theoretically, the carrier could leave merchandise practically on the receivers' sidewalk. However, the majority of them are kind enough to deliver to a platform. Often-times an outside truck driver helps unload a truck and does other jobs far beyond the duties required of him. In effect this often is of invaluable assistance to the receivers and many times means that they do not have to call in a spare man for a particularly large operation. This is a definite saving to the company.

### **Registering Appreciation**

Because of these courtesies extended by the drivers it is our feeling that the drivers should be given some token of appreciation. If a concern manufactures material which would be of use to the driver or his family they on occasion present him with some of this material. If not, they should make it a point to set aside a fund to purchase these items at various times especially during holiday seasons. These are things which the

traffic manager very often forgets and leaves to the discretion of the shippers, receivers, and stock men. However, they are of significant importance and should be checked on by the traffic manager periodically. We have had instances where a driver of air express agency because of our appreciation for his past work, offered to come in on his own time and work for us during a trying period.

Although we didn't make use of his offer it serves as an example of what can be accomplished and of how such assistance can be achieved thru good relations. This holds true with shippers, receivers, and stock clerks. It is well to note that this should be carried all along the line for there is no question but what at one time or another some of these persons can be

*(Continued on Page 26)*

## **Operator Controls Fork Truck From Lift Platform**

Most warehouse superintendent store slow-moving items high up in the racks, where they won't be in the way of more frequently used stock.

This makes handling sense, but it can also create a problem: how do you get at the slow-movers when you need them?



The truck operator can raise himself up to hard-to-reach stock while standing on a pallet on the truck's forks, through the ingeniously developed remote control device shown in use above in a Detroit plant.

Harry Ferguson, Detroit, neatly solves that one with a remote controlled fork truck that allows the truck operator to raise himself up to hard-to-reach stock while standing on a pallet on the truck's forks. A hand-held control unit lets him raise and lower the forks by push-button.

Cable for the remote-control unit is housed in reels, under tension, so it won't kink. When it isn't being used, the unit hooks to truck uprights.

*—Photo and Data Courtesy The Baker-Rauland Co.*

# NEW PRODUCTS & LITERATURE



## DRUM HANDLING UNIT

Kist Machine Co., Inc., has announced the manufacture of the new Drmuobile.

This patented drum handling unit will safely lift full drums with cover removed and transport from place to place. By simply moving the Drmuobile around the drum or barrel and placing the handle down-ward, the full drum or barrel is easily raised off the floor.

These units will handle up to 850 lbs. Heavier capacity models also manufactured. They are available with steel or rubber tired wheels. Special non-sparking units also available for handling liquids.

## TOTE PAN

G. B. Lewis Company has announced a new Tote Pan for materials handling. Scientific tests helped design the Lewis "Plexton" Tote Pan... tests with workers handling many styles and weights of ordinary Tote Pans. The important consideration of fatigue and utility was the yardstick for measuring the need.



Lewis Tote Pans have greater resilient strength than steel—are lighter than aluminum and are impervious to water oil and most chemicals. The weight of these Tote Pans is 4½ lbs. (while by contrast an ordinary metal container of the same dimensions weighs up to 3 times as much) . . . Yet "Plexton" is stronger. Drop it . . . Scuff it . . . Bump it . . . Jump on it! "Plexton" is Fibreglass reinforced for more than ordinary abuse.

A variety of surface-smooth molded-in colors are available. Freezing or cleaning with steam will not affect the color. The appearance is attractive and would be as acceptable in a food processing plant as in a machine shop.

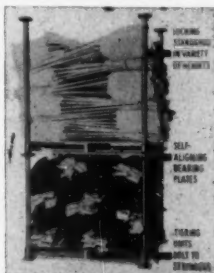
A small sample of the actual material is available for closer observation and testing.

## DOUBLE DUTY PALLET

A new materials handling product, the "Dubl-Duty" Pallet Stacker Conversion Kit, has been introduced by the Elizabeth Iron Works, Inc. Using the "Dubl-Duty" Kit, any standard wood pallet can be changed into a tiering pallet for safe

storage of crushable, fragile or irregular-shaped merchandise.

Each pallet kit contains four tiering attachments and standards, nuts and bolts. The tiering attachments fit on the ends of the pallet stringers and are secured in place with bolts. Standards come in a variety of interchangeable deck storage heights from 24" to 48". Attachments are flush with and outside of deck area, leaving full pallet deck surface storage.



Self-aligning bearing plates on standards and tiering attachments prevent shifting and assure safe tiering. Key locks, in the bottoms of standards and in tiering units, secure the standards firmly in correct stacking position.

The pallet kits are of all-steel, welded construction. According to the manufacturer, the kit unit capacity is 3,000 pounds. When not in use, the pallets, with standards removed, stack evenly for compact storage.

## NEW FILM ON PACKAGING

A new sound movie, "Package For Profit," has been released by International Staple and Machine Company, manufacturer of industrial stapling equipment.

The film, which runs for approximately 11 minutes, explains the principle of the retractable anvil stapling machine, and how it drives and clinches staples to close corrugated or fibre boxes, tops and bottoms simultaneously, from the outside after they are filled.

*Literature and prices of products mentioned can be obtained if you drop a post card to News Editor, SHIPPING MANAGEMENT, 425 Fourth Ave., New York 16, N. Y.*

*Companies having new product stories should send them to the same address.*

A series of on-location scenes show actual installations of retractable anvil stapling equipment, and explain how many different manufacturers are using the equipment to close center slotted, partial overlap, full overlap, and telescope cartons.

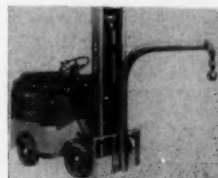
The camera actually takes the viewer to the scene of operations, and shows him in factual, case-history style how users of the equipment have substantially cut packaging costs as a result of time savings, increased labor efficiency, conserved floor space, and reduced losses from damage during shipment. Operators demonstrate six representative stapling machines from a line of 36 available models.

The film also explains the automatic centering device and the floating roller, and how they automatically function to accommodate boxes of varying or mixed sizes.

Prints of the film are available for loan on a no-charge basis from the International Staple and Machine Company.

## POWER TRUCK CRANE ARM

New efficiency in handling cumbersome loads is realized with the Towmotor Crane Arm, a standard accessory developed by Towmotor Corporation.



Readily interchangeable with standard forks, the Crane Arm expedites plant-wide movement of heavy engines, castings, dies, long bars and similar bulky materials. In addition, the accessory facilitates placing such loads into otherwise inaccessible places.

## STEEL CONTAINER DIRECTORY

A new Directory of manufacturers covering over 90 per cent of the national production of steel shipping containers has just been issued by the Steel Shipping Container Institute, Inc.

In addition to listing manufacturers, plant locations and types of containers manufactured, the Directory is replete with factual data on annual production of the various types of containers, utilization by industries and other statistics

(Continued on Page 20)

**CAVALCADE OF AMERICA TELLS  
STORY OF FAIRBANKS SCALES**

The dramatic story of the invention of the scale by Thaddeus Fairbanks was told to a nationwide radio audience on du Pont's Cavalcade of America program recently. "The Yankee and the Scales" told how Fairbanks, in 1830, devised the forerunner of the modern Fairbanks-Morse scale, an invention that was the first major improvement in weighing since the ancient Roman steelyard.

In addition to financial success, the inventor won international renown and was decorated by the Emperor of Austria and the King of Siam.

In 1850, a 17-year-old boy, Charles Hosmer Morse, apprenticed himself to Thaddeus Fairbanks for a wage of \$50 a year. Following the traditional American success story, the boy went on to found Fairbanks, Morse & Co. in 1865, present-day successor to the original Fairbanks firm. His grandson, Robert H. Morse, Jr., is president of the company today.

**EVANS NAMES SAM HUDSON  
ADV. & P.R. MANAGER**

Sam Hudson, formerly advertising manager of the Hearing Aid Division of the Western Electric Company in New York, has been named advertising and public relations manager of the Evans Products Company, Plymouth, Michigan.

Closely associated with the advertising field for the past 15 years, Hudson has been with Balfour-Guthrie, Ltd., in Seattle; the Solvay Sales Division of the Allied Chemical & Dye Corp., and Saks Fifth Avenue store in New York. He holds a degree in marketing from New York University. During World War II, Hudson was an Infantry captain with the Third Army in the European theater.

**ANNUAL MANAGEMENT CONFERENCE  
OF CHASE BAG HELD IN  
CHICAGO**

Managers and Sales Managers from Chase Bag Company's twenty-nine factories and sales offices convened in Chicago recently for the company's annual Management Conference.

In a three-day program held at the Drake Hotel, R. N. Conners, vice-president and general sales manager, conducted discussions about various production and sales phases of the 105-year old firm and the current trend of packaging.

"All industry and agriculture are becoming more and more packaging conscious," Mr. Conners said, "With the result that our research laboratories and

technical departments are working constantly on new types and methods of packaging.

**YALE & TOWNE NAMES CONKLIN  
SALES MGR. OF PHILA. DIV.**

James H. W. Conklin has been appointed General Sales Manager of the Philadelphia Division, Yale & Towne Manufacturing Company. It was announced here by Elmer F. Twyman, vice-president-in-charge. Mr. Conklin succeeds James P. Kinney who is taking over Yale & Towne's distributorship in Los Angeles and Southern California.

**JAMES H. W. CONKLIN**

Mr. Conklin has had considerable experience in materials handling—for several years prior to this was Sales Manager of the Industrial Truck Division, Clark Equipment Company. He comes to Yale & Towne from the Sales Department of the Pangborn Corporation, Hagerstown, Md.

A native of Battle Creek, Michigan, where he attended elementary schools, Mr. Conklin is a graduate of the Exeter Academy and of Yale University. He is a past president of the Materials Handling Institute and a member of the Society of Automotive Engineers.

**MOTOR CARRIER INTER-CITY  
FREIGHT DOWN IN FIRST QUARTER**

Motor carrier inter-city freight volume during the first quarter of 1952 was 4 percent below the same period of last year, but 20 percent above 1950's first quarter, the American Trucking Association, Inc., has reported.

This tonnage drop reflected the overall trend in business, with the February work stoppage in many parts of the country probably an important contributing factor in the decline. The two regions hit hardest by strikes, Southern and Southwestern, however showed tonnage increases in the first quarter of this year over the same period of 1951.

Preliminary figures based on operations of 1319 Class I inter-city carriers

show 43,757,341 tons of inter-city freight transported during the first quarter 1952 compared with 45,565,235 tons in the first quarter 1951, dropping the ATA index for the quarter to 258. The previous record established last year was 269. The base year of the index is 1941.

First quarter index number since 1938 are: 1938, 51; 1939, 65; 1940, 78; 1941, 100; 1942, 108; 1943, 123; 1944, 129; 1945, 132; 1946, 121; 1947, 152; 1948, 177; 1949, 182; 1950, 215; 1951, 269; 1952, 258.

**1,149 NEW LOCOMOTIVES ALMOST  
ALL DIESEL INSTALLED IN 1952**

Class I railroads in the first five months of 1952 installed in service 1,149 new locomotives, of which all were diesels except for 6 steam and one electric locomotives, the Association of American Railroads announced today. Class I railroads put in service 1,055 new locomotives in the first five months of 1951, all being diesels except for 6 steam and one electric.

Of the total number put in service in the five months, railroads installed 266 locomotives in May, all of which were diesel except two steam. In May last year, 217 were installed—of which 2 were steam, one was electric and the rest were diesel.

New locomotives on order on June 1, 1952, totaled 1,375, all of which are diesel except for 28 steam. Class I railroads had 1,839 new locomotives on order on June 1, 1951, which included 1,820 diesels, 16 steam and 3 electric.

**PEAK DEMAND FOR AMMUNITION  
BOXES PREDICTED FOR 1953**

Peak demand for ammunition boxes, under present schedules, will be reached during the first half of 1953, according to Kenneth S. Macy, representing the Ordnance Ammunition Center, Joliet, Illinois, addressing National Wooden Box Association's 1952 summer meeting, The Broadmoor, Colorado Springs, Colorado, June 10.

His forecast showed a somewhat changed schedule since Col. G. W. Mulder, while speaking before the Association last January, estimated the peak demand would be reached during the last half of 1952.

The three-day association sessions, June 9-11, were attended by association members from all areas extending from New England to California and from the deep South to the Great Lakes.

National Wooden Box Association's president, D. A. McNeill, Jr., McNeill, Lauff & McNeill, Thomson, Georgia, opened the first morning's session with



an address in which he outlined the activities of the national association. In commenting upon the functions of the national staff he said, "We as individuals cannot hope to be expert in all the phases of our business, and we are often confronted with problems that are difficult to solve. When that happens, it's time to holler for help, and it's your Association's job to give you a boost. More than likely, the answer is tucked away in somebody's head in the Washington office or is available in their files. If not, they can get the answer from someone in the industry who has solved a similar problem. Thus through your Association, you have some of the sharpest brains in the business working for you."

#### Key Speakers

Members had the opportunity, on June 10, of hearing several key speakers representing government agencies and installations. Also, several directors of purchases and of quality control from ordinance establishments participated in the conference on the afternoon of June 10, dealing with procurement and inspection of ammunition boxes. Speakers during the morning session included John C. Clay, director, Containers and Packing Division, National Production Authority, Washington, D. C., who discussed status of materials controls and prospects for the remainder of 1952. R. A. Norris, chief, Packaging Division, Munitions Board Standards Agency, Washington, D. C. reviewed present packaging policies and objectives of his agency. Major Dale W. Martin, Packaging Division, U. S. Air Force, Wright-Patterson Air Base, Dayton, Ohio presented plans of the Air Force for production and procurement of necessary wooden boxes. He also presented recommendations as to proposed specifications and requirements.

#### MARYLAND ROAD TEST PROVES ROADS CAN CARRY TRUCK WEIGHTS: ATA REP.

The Maryland Road Test has proved that properly maintained concrete roadways laid over a suitable base can carry heavy loadings without damage, a trucking spokesman said today.

John V. Lawrence, managing director of the American Trucking Associations, citing the latest report of the Highway Research Board which conducted the road test, pointed out that full maintenance was withheld "in order to make the road crack" but that where the pavement was on topgrade soil heavier-than-regulation loadings caused "no damage at all."

Mr. Lawrence's statement said:

"The conclusive findings of engineers who conducted the Maryland Road Test demonstrate clearly that good maintenance of concrete roadways is critically important and that if laid over a suitable base such pavements can carry heavy loadings without damage.



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a taping problem

—ask your

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is an expert on the sealing  
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his help to you is free.**

"Service" is the first name of your Orange Core Gummed Tape dealer. He can give you the counsel you need—not only on the sealing of cartons and parcels—but on many paper problems in general. If he doesn't have the facts you want, he'll get them for you. Good will is the foundation of his business success.

Service is his yardstick for the paper lines he sells, too—lines that give you *more service* for the money. Typical is Orange Core gummed sealing tape. This brand is unexcelled by any other standard tape for uniformity and dependability—because it is made from tree to finished product under *one roof*. As a bonus it offers you the exclusive Hudson feature—*Supple-izing*\*—preventing tendency to stiffness and curl.

Service is prompt with your Orange Core dealer. Patronize him for *all* your paper needs.

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HUDSON PULP & PAPER CORP., Dept. 316, 305 Park Ave., New York 22

## New Products

(Continued from Page 17)

and traces the development of the industry to the present time.

Outlined are the Institute-sponsored program of research and development and various current projects being carried out in cooperation with customer

### "RED" sez:

There is no better closure method than gummed tape. There is no better gummed tape than REDCORE.



**Rexford**  
PAPER COMPANY  
MILWAUKEE 3, WIS.

industries, associations and civilian and military divisions of the government all for the ultimate purpose of providing users with the finest containers possible under best production practice, according to the Institute.

"The Steel Shipping Container Institute is in the fifth year of coating research at Battelle Memorial Institute so that the industry as a whole may supply expertly coated containers. Among recent accomplishments of this program is the development of a new protective coating-liner, 'Synthetazine 100,' which is broadening the field of hard-to-package materials to be successfully shipped in lined steel containers.

"Another important phase of the Institute research program is the evaluation of proprietary container linings, requests for which have reached huge proportions.

"To list the industries and all sections of the American economy which use petroleum, chemicals, paint, food and other products shipped in steel containers is physically impossible for it would require a survey of every operation in every walk of life," Directory States.

### DRUM HANDLING PALLET

A special pallet developed by handling engineers at the East Pittsburgh Westinghouse plant increased storage capacity of an outside drum storage area 100% by making it possible to fork truck the drums and stack them four-high in the yard.

Large enough to carry four drums at one time, the pallets are built with narrow wood stringers running lengthwise to keep the drums securely in place. As drums are unloaded from boxcars, they are rolled onto these pallets and taken by fork truck to storage.



Formerly the drums were dumped out of rail cars onto mats, then rolled on planking to the storage area. Because they couldn't use a truck for the stacking job, laborers were able to stack the drums just two-high. Now the truck makes four-high stacking a cinch.

### Packing A Punch

(Continued from Page 7)

of those overhead costs which may be identified; and the battle still rages as to a proper rate of return and what that return should be based upon.

# NO RED TAPE!



**GUMMED TAPES  
PERFORM PROMPTLY,  
EFFICIENTLY  
... AT ALL TIMES.**



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## ★ TRAFFIC REPORTER ★

**Pacific Traffic Association.** Oakland, California, held Sports Night on August 12, 1952. Many fine athletic performances of distinctive nature were presented at this dinner meeting, held at the Crystal and Mirror Rooms of the Bellevue Hotel. It was the inaugural meeting of the Association's fall and winter activities, and was thoroughly enjoyed by all.

Activities for the last half of 1952 by the Pacific Traffic Association have been announced. They include:

"Motor Transport Night," September 17, Palace Hotel, chairman Hal Kern; Golf Tournament, Lakeside Golf and Country Club, September 26, chairman Irving F. Lyons, Jr.; "Freight Forwarders Night," October 14, chairman Edward Eden; "Railroad Night," Palace Hotel, November 12, chairman John H. Coupin; Christmas Party, December 12, Fairmont Hotel, chairman Phil Wilson.

"Slammin' Sammy Snead" a new 16 mm sound film was presented by Harry Bassler, Fox Hills Pro and President of the Southern California P.G.A. to The Los Angeles Transportation Club, at Fox Hills, on July 25th. After the showing Harry Bassler and other leading pros gave a Golf Clinic for the membership.

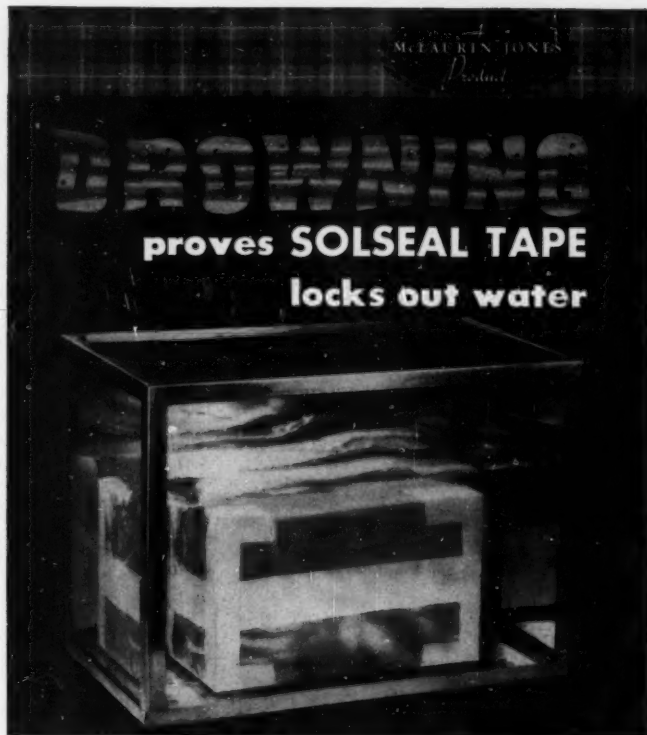
The 37th Annual Outing of the Worcester (Mass.) Traffic Association was held at the Wachusett Country Club, West Boylston, Mass., on July 21st. The all day program included Luncheon, Softball, Golf, Sports and Dinner.

A large increase in membership was reported by the Charlotte (N.C.) Traffic and Transportation Club in its newspaper "Cee Tee." Membership was reported as 383, the largest in the club's history, and one of the largest traffic clubs in the Southeast.

The Women's Traffic Club of San Francisco "California Night" open meeting was held the evening of July 17th at the Alquette Restaurant 121 Park Street. Guest speaker was Mr. Emmett Joy, grand historian of the native sons of the Golden West, and noted authority on California history. Mr. Joy's talk was entitled "Highlights of California History."

Freight Forwarders Night was observed by the Oakland Traffic Club, July 15 at the Hotel Leamington Frank C. Higman chairman of the evening. Cliff Buell and Ted Luedtke were co-chairmen of the successful Welfare and Education Night the previous month.

Traffic Clubs and related associations are invited to send news and bulletins to this column. Deadline: the 10th of the month, for the following month.



Drowned for nine weeks . . . tortured before and after submersion . . . and Solseal Waterproof Tape held a watertight seal. When the tape was finally pulled away, the carton fibres came with it. Proof positive Solseal Waterproof Tape becomes part of a waterproof carton!

Here's a tape that not only seals your merchandise against dust, dirt and gases, but also against water and humidity in extremes of heat or cold.

The secret of Solseal's waterproof bond results from the combination of the special material in the Solseal Tape with those of the Solseal Solvent. This forms a waterproof bond after it has

been applied to the carton. It is non-flammable and non-volatile. The solvent can be put in your regular dispensers. You then apply Solseal Tape as you would any other.

Think of your product. Think of your customer's good will. Protect both with the miracle of modern packaging . . . Solseal Waterproof Tape!

### Super-strong Glaskraft Solseal Tape

is embedded with glass fibres. This boosts tensile strength, gives you a tape that can take more than the carton it seals.

Both 30/30/30 SOLSEAL and GLASKRAFT SOLSEAL meet requirements of joint Army-Navy Spec. JAN.—P—128 and U.S. Bureau of Standards UU-T-116.

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## Claims Due To Utilization

(Continued from Page 10)

forces to which it is subjected in train service and in classification yard operations," he said.

### Better Draft Gear Needed

Mr. Roehm presented data from a representative number of classification yard operations, noting that the mean speed of impact is seven miles per hour, "well above the draft gear closure speed." Disclosing that only 22 percent of the impacts occur below five miles per hour and it is only for impacts occurring below this speed that the conventional draft gears afford protection to the car and its lading, he called for the development of better draft gears and other types of cushioning devices.

"Since the railroads must be allowed to speed up their operations in order to efficiently meet traffic demands and since there is a limit on what package designers can achieve at a reasonable cost it becomes imperative that the railroad car-builders and specialty manufacturers seriously concern themselves with the problem," Mr. Roehm declared.

Present draft gears are entirely inadequate for the amount of energy they are required to absorb, he said, pointing out that the rubber cushion sliding center sill is a step in the right direction towards solving this problem.

"As long as free slack in a train, which limits draft gear travel, is a problem which must be contended with it appears that future trends will have to be along the lines of the sliding center sill car," he said. "By this means we can obtain a reasonable amount of work at a force level which will not cause damage.

"There is also the possibility that hydraulics may enter the picture again although it has been tried unsuccessfully from the day of George Westinghouse up to the present time. Hydraulics offers theoretically at least, the advantage of maintaining a constant force level throughout any given length of travel.

"Adequate horizontal cushioning appears to be the main problem facing the railroads today. Some progress has already been made toward solving this problem and within the next few years further progress can be expected. Improved draft gears used in connection with the other devices should go a long way towards improving conditions throughout the railroad industry."

## GM's Work In Rust Prevention

(Continued from Page 10)

is put into use. That may be all the way from a week to three or four years after the part has been received, depending on how well this particular customer happens to turn over his stock.

With the adoption of vapor corrosion inhibitors, we

were able to take this injector out of the \$4 box and put it into a 29¢ fibreboard carton with a vapor corrosion paper. That was three years ago and we have not had a failure since.

In our five years of experience, we have had some so-called failures, but each one of these could be traced back to carelessness on the part of the man who was doing the packaging.

This is a problem of education. For example: Our work sheet for packaging a fork rod called for three pieces of paper 18 inches square, with no instructions for positioning in the carton. This carton is 42 inches long. At one time two new men were put on the job. They put the three pieces of paper in the carton, but they put them all at one end.

The basket end of the rod, which was where they had put the paper, looked like someone had polished it. The eye end, 40 inches away at the other end of the carton was not slightly rusty, it was really rusty. All the rods that were packaged this way caused trouble. Immediately the cry went up that the chemical was no good. So we must continue to educate everyone who has anything to do with the packaging or the use of these parts.

#### VCI Not A Cure-All

Vapor corrosion inhibitor materials are not a cure-all. They are not a magic wand that you can wave over a part and prevent rust. They will do certain things when used properly, and the jobs they accomplish so quickly and economically are nothing short of a miracle to the metal packaging industry.

We must always bear in mind that when a plant decides to use these chemicals for rust prevention, it is not merely a matter of substituting a vapor corrosion inhibitor for the previously used preservative. It changes the entire packaging process.

By applying vapor corrosion inhibitor right after the final machining operation on a part, you can eliminate quite a few operations. There is no longer any need to transfer parts to wire baskets, dip and drain them, and transfer them again to shop containers. You save the time and space necessary for these operations, and you eliminate the extra possibility of damage.

We are presently experimenting with the use of the chemical in crystal form. We believe that this will prove to be very satisfactory for the internal protection of engines. This particular operation has been done by one of our leading aircraft companies for two years and eventually this application will become very widely used in many packaging operations. In other words, a metered air gun will spray a given quantity of crystals into a package just previous to closing the cover. This will be the rust protection necessary.

Excerpts from an address by R. C. LAMBRECHT, Manager, Parts Warehousing, Electro-motive Division of General Motors, La Grange, Illinois, Delivered April 2, before the Packaging Conference of the American Management Association, Auditorium, Atlantic City, New Jersey, April 1-4 1962.

## "the Flo-master is a 'must' in our Shipping Room"

—writes a Plant Superintendent



—typical of comments received from all parts of the country. You, too, will find the Flo-master ideal for bold or fine marking of boxes, crates, bags, cartons. Interchangeable felt tips make lines varying in thickness from 1/8 in. to 1 in. Spring valve permits finger tip control of ink flow. Lightweight but sturdy aluminum construction. "Pocket Size" for general use—"King Size" for heavy-duty marking. Used with Flo-master Inks—instant-drying, waterproof, non-smudging.

Ask your supplier or write to Cushman & Denison Mfg. Co., Dept. Y-4, 153 W. 23rd St., New York, N.Y.



Cap of "King Size" may be removed to touch to serve as stand.

## Flo-master

FELT-TIP MARKER



**JUST PRESS  
THE KEY and you  
know the postage!**

## DETECTO POST-O-METER

### • Saves Postage —

The package weighed on this Parcel Post Scale will not carry too many — or too few — stamps.

### • Saves Time —

Speeds mailing department flow. Ends weighing bottlenecks. Simply press the zone key. One figure shows the exact postage. No postage-due delays... ever!



## DETECTO

## DETECTO SCALES INC.

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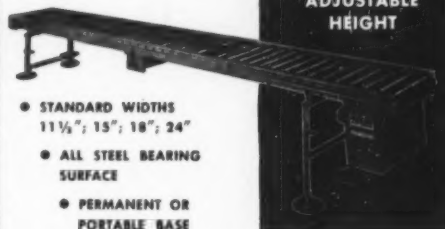


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Vapor-proof	19-B-13	JAN-B-148	JAN-P-130
Grease-proof	JAN-P-131	JAN-P-108	MIL-B-131-A
	JAN-P-140	JAN-P-116	MIL-B-3149
	JAN-P-658	JAN-P-117	MIL-C-10547
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	AN-C-67b	JAN-P-127	FS-100-NS
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**SNAKE TAPE is reinforced**

FREE sample and facts — write Angier Corp., Framingham 9, Mass.

## "City In One Building"

(Continued from Page 13)

a service which the company renders to make handling in the post-office that much easier, as does the classifying of mail by the sack-ful. For the company this serves a two-fold end purpose: 1) (And most important:) it vastly expedites the transmission of mail. 2) It earns the good-will of postal employees who are able to work much more "cleanly" with wrapped, classified and metered mail.

### Parcel Post Operation Separate

The parcel post operation, although much smaller than letter mail in this office building still manages to involve two or three hundred packages daily, which is about the size of many smaller firms' entire shipments.

Shipping and Receiving Supervisor Smith finds ample use for the somewhat smaller and considerably older metered mailing machine assigned to him. He himself zones and classifies the packages for this department. Although all the men in his department are capable of handling any of the jobs, Mr. Smith assigns one man to specialize in wrapping and sealing parcels, so that it is done most expeditiously. The parcel post room is a model of small volume neatness and efficiency.

On a sign above the metered mailing machine Mr. Smith has had posted what he believes to be the most important things to remember in the use of these remarkably efficient pieces of equipment. The sign reads:

**CHECK  
METER READINGS  
DAILY  
CHANGE  
DATE ON METER  
AT CLOSING OF  
DAY'S BUSINESS**

All packages entering the building are routed through the shipping and receiving section. Here a receiving slip is made out for the package and a copy filed. A shipping form is made out and a copy kept for every package that goes out of the building as well. In this way a permanent record of all in-coming and out-going packages is kept on file for future reference, in case any question should ever arise about a lost or a misplaced package. Both receiving slips and shipping forms are kept on file for two years. Express receipts are kept for a period of five years.

### Metered Machines Big Help

According to William C. Itschner, manager of the office services section of "1230," the acquisition of modern equipment in the mailing room has meant a great improvement over the mailing system used by United States Rubber Company years ago, which he still remembers. Sorting racks were used in the mail

rooms then, just as now, but many more employees were needed because envelopes had to be sealed by hand, after they had been laid out on a galvanized table. The result was confusion and messiness: two or three letters would often get stuck together. Stamps were applied by the slow hand process.

Mr. Itschner feels that the method of running mail through metered machines, and then sorting and tying it up neatly for delivery to the post office, is useful in several ways:

- 1.) If you give mail to the post office neatly you get it back neatly.
- 2.) The temptation to petty thievery is reduced very considerably.
- 3.) Private mail cannot go through the meter machine.

In regard to the third aspect Mr. Itschner points out that all "corner cards" (that is, company return addresses on envelopes) are registered with the post office. Only those which are so registered are accepted when bearing the U. S. Rubber Company's mailing machine key numbers.

The mail room and shipping departments, which are under Mr. Itschner's supervision, are set up in such a way that if the means or routing of mail or parcel post is not specified, the clerks in the mail room will route it the best and safest way. If the classification and routing is specified the piece of mail goes through the hands of the supervisor of the mailing or shipping room, whichever the case may be, who determines whether the classification and routing asked is best for the nature of the piece of mail. If the supervisor is doubtful of the efficacy of routing the piece in the way requested he will question the individual responsible. He also may report to the manager of office services if he feels that a type of mail from a certain department is consistently being sent in an unsafe, untimely or overly-expensive way. Thus, Mr. Itschner keeps a close watch, with many checks, on the size of mailing expenses at "1230."

Mr. Itschner has a motto which perhaps other mailing and shipping supervisors would do well to incorporate in their outlook. It is, simply stated:

*"There is no margin for error in sending out mail."*

## Package Engineer Reporter

(Continued from Page 14)

check battery, brakes, horns, lift and tilt controls, and other operational mechanisms.

Other events tested drivers' skill in lifting and stacking operations, comparable to their daily work, including a simulated box car unloading assignment.

The rodeo, part of a materials handling exhibition attended by about 2,000 people, attracted competitors from many individual firms in Connecticut and Western Massachusetts. First place winner Richotte is an

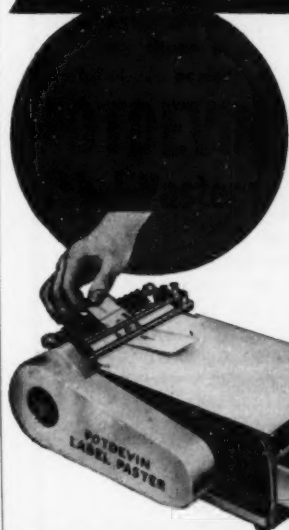
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JAN-P-131, Amend. 3  
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Wags, Interior Packaging  
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Barrier Material, Greaseproof  
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employee of Veeder-Root, Inc., a Hartford manufac-  
turer of all types of counting devices.

The contestants, many of whom earned their way  
into the rodeo by winning elimination contests in  
their own plants, were competing for prizes totalling  
\$500, plus trophies.

The winner received his trophy in person from  
Miss Joyce Yeske, who recently won the title of Miss  
Connecticut and will represent the state in this year's  
Miss America contest in Atlantic City..

## "Listen Mr. Traffic Manager"

(Continued from Page 16)

of great service to the department as a whole. Certainly  
it cannot be classed as a bribe for it is meant to reim-  
burse him personally for help he has given.

We have also had examples where a trucker, seeing  
that the entire group was tied up, unloaded and put  
away all material himself. This type of cooperation  
should not go unrecognized.

By the same token the reverse of this situation may  
present itself if the employees of the company main-  
tain an antagonistic attitude toward the carriers. As we  
pointed out in a previous column an attitude of a  
receiver can delay deliveries of shipments because a  
carrier knows that he will not be well received after  
a certain hour. This is extremely serious in the case  
of materials which are badly needed to maintain a pro-  
duction line. Actually, it is difficult to know the inner  
workings of most of these departments. Often times  
a slight incentive, whether it be verbal appreciation or  
monetary, accomplishes more than strict rules of pro-  
cedure. For example, one of our receiving departments  
had been extremely careless with their corrugated car-  
tons after material had been received and opened. We  
set up a procedure whereby the company allowed these  
people to sell the corrugated boxes providing they were  
broken down and tied up in neat bundles daily. From  
the sale of these cartons they realized a small amount  
weekly yet it was enough incentive to provide a clean  
and neat working area. We do this also on wooden  
boxes or any other material which might have a slight  
resale value.

### Marking Of Packages

In a recent report we noticed emphasis placed on  
marking of packages. Most of the points covered the  
legibility of such markings for stock room identi-  
fication. Many distributors pointed out that manufac-  
tures are placing identification on their packages which  
is too small to show clearly when stocked on dealers'  
shelves. Apparently the manufacturer's name occupies  
a prominent spot on the box but all other information  
is either missing or difficult to read. Our comment  
on this would be that it is absolutely essential for  
intermediate and display cartons to be properly marked;  
however, in the last year we have learned from ex-  
perience the fallacy of putting identifying marks on  
advertising on the outside of shipping containers.

When we first started our program of marketing and distribution it was felt that exterior marking such as the name of our company and the material within the package would be of distinct benefit from an advertising point of view. It had been pointed out to us that the majority of large concerns dressed up their shipping containers. Consequently, we too went along with this general trend and advertised on our cartons. However, six months later we took all advertising from our containers and sent them out plain. The reason for this was that we were besieged with loss and pilferage claims. Apparently, employees of transportation mediums at some point along the line were informed by our advertising that that particular carton contained valuable merchandise. Therefore, if the package was small enough they would take it in its entirety or, large, help themselves to as much as they could carry by clever pilferage. We subsequently eliminated all identification from the cartons and since that time we have found that our pilferage and loss claims for one particular item were reduced by 85%. This to us is proof positive that advertising of valuable merchandise should not be placed on exterior shipping containers. It is also our feeling that the advertising value on exterior containers is questionable mainly because 95% of the time a carton is in transit it is enclosed in a freight or closed truck where no one can see it. The only other persons having contact with these cartons would be the receivers.

## Warehouse Doubles Volume

(Continued from Page 15)

watched by an electric eye that detects any troublesome blockages.

From the chute, a 238-foot-long conveyor takes cartons to the sorting room where they are palletized and readied for transfer to storage. Preparing the unit loads on standard 48 x 48-inch pallets is the last manual operation.

Here fork trucks take over. A fleet of nine battery-powered trucks do the job. Eight of them are one thousand-pound capacity Skylift FF featherweight fork trucks, ideal for handling a lightweight product like light bulbs. One, a Skylift Shipper, has a capacity of 2,000 pounds, enabling Westinghouse to handle larger loads. All nine trucks are light and compact, designed for operation inside of railroad box cars and highway trailers.

The actual storage area measures about 200,000 square feet, in which are handled about 4,400 different items. From this warehouse, Westinghouse serves its Eastern and Middle Atlantic districts, and for some products, Trenton is the sole national distribution point.

Because many orders are less than carload, and contain a large variety of items, order filling is complex. Each industrial power truck, en route from storage



**Red Streak Sealing Tape**  
**FILLS THE BILL**

Were asking you to swallow this story... it's true, y'know. Send for the FREE sample roll!

The Brown-Bridge Mills, Inc.  
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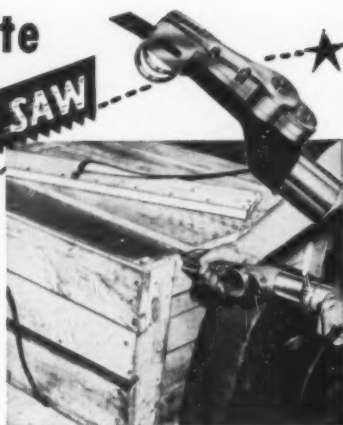
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to the outgoing docks, must halt while a checker compares its load with merchandise listed on the invoice. Then the trucks proceed, depositing the loads inside the carrier.

Each day, 16 carloads—some two million bulbs—are shipped from the warehouse, with a like number of new bulbs transferred in from the factory next door. Although the handling job is a big one, the task force that performs it is small. Only 47 warehouse employees, 25 office people, and the vital nine industrial power trucks are required for the major undertaking. Compared to the old materials handling setup, Westinghouse reports, efficiency has been increased vastly, with resulting appreciable economies.

—Photos and Data Courtesy Automatic Transportation Co.

## Slow-Downer Speeds Up Service

Paradoxically, the car retarder actually keeps freight moving faster than it otherwise could through railway classification yards. By aid of this ingenious device, incoming cars are sent one-by-one down the incline of the hump and rolling at controlled speeds to selected locations on various tracks where new trains are made up.

The speed of each car rolling over the hump is carefully regulated by a man in a tower overlooking the yard. By remote control, he operates the retarders, which press against the edges of the wheels to govern downhill speed of cars. He also operates the switches, which turn each car into its proper track.

Thus trains get made up more quickly, freight rolls on its way sooner, and all of us get better service.

This is just one more example of how railroads use the appliances and methods of modern research in performing their big and essential job of meeting America's transportation needs with efficiency, economy and dispatch.

## Transport Explosives without Fatality For 30th Year

A new high record of commercial explosives as well as large quantities of military explosives were moved by the railroads of the United States and Canada in 1951 without loss of life. This was the 30th consecutive year in which there were no deaths or injuries chargeable to rail transportation of commercial explosives.

Consumption of commercial explosives in the United States and Canada during 1951 was slightly more than 827,000,000 pounds. This production established a new all-time high for the industry and is about 70 per cent above consumption ten years ago.

The only injury chargeable to the transportation of explosives by rail resulted from the discharge of a rifle which had been checked as baggage in a food locker and which exploded, injuring a railway employee.

Railroad in 1951 also moved large quantities of dangerous articles other than explosives, including acids, electric storage batteries, benzene, chemicals,



compounds, compressed gas, matches, oil, gasoline, phosphorus and poisonous liquids. The only fatality resulting from the transportation of such articles was the death of a railway employee caused by the explosion and burning of a car loaded with gasoline.

## TV Cameraman Gets Lift-truck Lift For Views At Convention

An NBC cameraman at the Republican National Convention was really on top of the situation when action got underway July 7.

Securley stationed on an electric industrial truck, designed for the occasion, he ascended 15 feet above the ground in a few seconds. On a signal to the truck's driver, he was returned rapidly—but gently enough so the picture was not distorted—to sidewalk level for interviews and closeups.



NBC television cameraman covering outdoor scenes at the Republican National Convention gets a lift from an electric industrial truck. Special equipment worked out by Automatic Transportation Company, Chicago, and the National Broadcasting Company, allowed camera platform to be raised 15 feet off the ground for crowd shots and distant views, and to be lowered to the street in a matter of seconds for interviews and closeup pictures.

NBC and Automatic Transportation Co. arranged the special equipment to permit complete mobility in covering the colorful spectacle outside the International Amphitheatre, where the convention sessions are being held. The short, narrow truck provides both vertical and horizontal maneuverability for the camera.

Ordinarily, an industrial truck of this type is used for stacking and carrying merchandise in factories and warehouses. The unit being used during the convention has a capacity of 6,000 pounds.

NBC said the electric truck also will be used during the Democratic Convention.



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## More Service with Less Equipment On Freight Lines

How operating efficiency has improved in recent years is illustrated by a comparison of operations in 1931 and 1951.

In 1931, the Class I railroads performed 809,225,000,000 ton-miles of freight service with 28,296 freight locomotives and 2,201,510 freight cars. In 1951, they performed 646,607,000,000 ton-miles of freight service with 18,683 freight locomotives and 1,745,725 freight cars.

In other words, the railroads in 1951 furnished 109 per cent more freight transportation with 34 per cent fewer freight locomotives and 21 per cent fewer freight-cars.

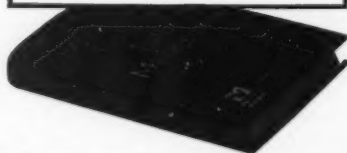
At the same time, freight moved faster, the average speed in 1951 being about 15 per cent higher than in 1931. During this 20-year period the average carload increased 77 per cent.

In 1951, for the first time in history, railway expenditures for fuel oil exceeded their expenditures for about \$6 for coal for every dollar they spent for fuel coal. Twenty years earlier, in 1931, railroads spent oil. Ten years ago, in 1941, they spent more than \$3 for coal for every dollar they spent for fuel oil. But last year (1951) they spent \$1.18 for fuel oil for every dollar they spent for coal.

## PRACTICAL HANDBOOK OF INDUSTRIAL TRAFFIC MANAGEMENT

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General Traffic Manager, RCA Victor Division, Radio Corporation of America

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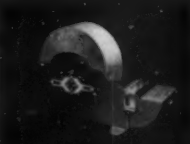
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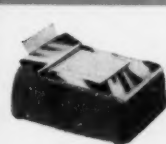
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